

Message Text

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PAGE 01 VIENTI 08287 090842Z

12

ACTION COME-00

INFO OCT-01 EA-10 ISO-00 EB-06 RSC-01 /018 W

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R 080948Z NOV 74

FM AMEMBASSY VIENTIANE

TO SECSTATE WASHDC 1413

UNCLAS VIENTIANE 8287

E.O. 11652: N/A

TAGS: ECON

SUBJECT: WTDR - ETS. SENG SAVANG

REF: USDOC 15089

1. ADDRESS: P.O. BOX 406, 69-77 LANE XANG AVENUE, VIENTIANE, LAOS.

CABLE: WINGKUAN, VIENTIANE. PHONE 2141-2135.

OFFICER: PHUONG CHI, MANAGER.

2. LARGE FIRM ESTABLISHED 1957, EMPLOYS 22, 4 SALES. ACTS AS IMPORTER, AGENT, WHOLESALE AND RETAILER OF AUTOMOBILES, TIRES, AIR-CONDITIONERS, FANS, FREEZERS, REFRIGERATORS, TYPEWRITERS, CALCULATING MACHINES, GAS COOKERS, AND ELECTRIC HOUSEHOLD COOKERS. PROVIDES SALES IN LAOS.

3. FINANCIAL REFERENCES: BANQUE DE L'INDOCHINE, VIENTIANE, LAOS.

4. MAJOR FOREIGN FIRMS REPRESENTED: ARISTON, ITALY, GAS COOKERS, AGENCY ACQUIRED IN 1958; WEATHERITE, HONG KONG, AIR-CONDITIONERS AND FANS, AGENCY ACQUIRED IN 1958; INDESIT, ITALY, REFRIGERATORS, AGENCY ACQUIRED IN 1958; FIAT, ITALY, AUTOS, AGENCY ACQUIRED IN 1963; OLIVETTI, ITALY, TYPEWRITERS, AGENCY ACQUIRED IN 1964; LEONARD, U.S.A.M, REFRIGERATORS AND FREEZERS, AGENCY ACQUIRED IN 1965; MOULINEX, FRANCE, ELECTRIC HOUSEHOLD COOKERS, AGENCY ACQUIRED IN 1970; HITACHI, JAPAN, AIR-CONDITIONERS, FREEZERS, AND ELECTRIC HOUSEHOLD COOKERS, AGENCY ACQUIRED IN 1972.

5. ONE OF THE LEADING IMPORTING FIRMS IN VIENTIANE. MAINTAINS

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A CENTRALLY LOCATED OFFICE WITH GOOD WAREHOUSING FACILITIES.

FIRM WHOLESALERS AND RETAILS THE PRODUCTS IT IMPORTS, AND REPRESENTS A NUMBER OF LEADING MANUFACTURERS ABROAD. ITS SALES ABILITY IS RATED HIGH. MANAGER IS EXPERIENCED BUSINESSMAN AND IS WELL RESPECTED IN THE LOCAL BUSINESS COMMUNITY. BANKING SOURCE STATED THAT THE FIRM HAS SOLID FINANCIAL SITUATION AND THAT ALL THE FIRM'S FINANCIAL OBLIGATIONS ARE MET PROMPTLY. IT IS HIGHLY RECOMMENDED AS A TRADE CONTACT FOR INTERESTED U.S. FIRMS.
WHITEHOUSE

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Message Attributes

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